

Message Text

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ACTION XMB-04

INFO OCT-01 EUR-12 ISO-00 AID-05 CIAE-00 COME-00 EB-07

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FM AMEMBASSY BELGRADE

TO SECSTATE WASHDC 3027

UNCLAS BELGRADE 2840

E.O. 11652: N/A

TAGS: PRO YO

SUBJECT: FCIA CREDIT INSURANCE REQUEST FOR SALE OF MEDICAL
RESEARCH AND DIAGNOSTIC EQUIPMENT TO INTERTEHNA

REF: STATE 113170

1. EMBOFF HAS DISCUSSED SUBJECT REQUEST WITH INTERTEHNA DIRECTOR
GENERAL IVAN FANKA AND GETZ BROS. EASTERN EUROPE REP BORUT
DEKLEVA. INTERTEHNA IS GETZ BROS. AGENT IN YUGOSLAVIA.

2. ACCORDING TO FANKA AND DEKLEVA, REQUEST INVOLVES SALE OF
APPROXIMATELY \$20.5 MILLION IN ADVANCED BIOMEDICAL EQUIPMENT
TO EIGHT MEDICAL INSTITUTIONS IN YUGOSLAVIA. LIST OF INSTITUTIONS
FOLLOWS: A) YUGOSLAV CENTER FOR PHYSICAL FITNESS, BELGRADE
(\$3 MILLION), B) MOTHER'S AND CHILDREN'S HOSPITAL, NOVI BELGRADE
(\$1.5 MILLION), C) CLINICAL HOSPITAL, ZEMUN (\$2 MILLION),
D) ZRENJANIN HOSPITAL, ZRENJANIN (\$4 MILLION), E) OUTPATIENT
CLINIC, INDJIJA (0.5 MILLION), F) OUTPATIENT CLINICS, SISAK
(\$4 MILLION), G) UNIVERSITY MEDICAL CENTER, SARAJEVO (\$4 MILLION),
H) HEALTH STATIONS, SARAJEVO (\$1.5 MILLION).

3. GETZ BROS. ARE REQUESTING 25 PERCENT DOWN PAYMENT FROM
YUGOSLAV CUSTOMERS AND PLAN TO ARRANGE REMAINDER OF FINANCING
THROUGH EXIMBANK AND FIRST NATIONAL CITY BANK OF SAN FRANCISCO.
ASSUMING BONA FIDES OF GETZ BROS., EMBASSY PERCEIVES NO REPEAT
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NO POLITICAL OR OTHER REASONS EXIMBANK SHOULD NOT CONSIDER THIS

REQUEST.

4. INTERTEHNA WAS ESTABLISHED IN 1952, AND ACTS AS AN AGENT
FOR FOREIGN FIRMS. IT IS A MEDIUM-SIZED FIRM AND ENJOYS A GOOD
COMMERCIAL REPUTATION.

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